

Adam Pippert

(503) 840-2152 · adam.pippert@gmail.com · LinkedIn: [linkedin.com/in/adam-pippert](https://www.linkedin.com/in/adam-pippert) · Beaverton, OR

Professional Summary

Strategic and technically fluent Principal Solutions Architect with 15+ years of experience in enterprise automation, cloud infrastructure, and open-source technologies. Proven leader in architecting scalable solutions for telecom and enterprise customers, driving over \$6.5M in new business across major North American carriers through high-impact automation frameworks. Promoted to Principal for cross-regional technical leadership, customer evangelism, and influence on Red Hat product strategy. Recognized for building cohesive, security-first automation ecosystems and mentoring the next generation of solution architects.

Core Competencies

Technical Skills

- Ansible Automation Platform, OpenShift, Red Hat Enterprise Linux
- Infrastructure as Code (IaC), GitOps, Event-Driven Automation
- Kubernetes, Containers, CI/CD, Security & Compliance Automation

Leadership & Strategy

- Enterprise Automation Strategy · Cross-functional Enablement · Telco Modernization
- Executive-Level Customer Engagement · GTM Strategy · Product Feedback Loops
- Thought Leadership · Technical Mentorship · Field Sales Enablement

Tools & Platforms

- Red Hat AI Portfolio, Git, JIRA, Google Workspace, VS Code
- Demos, Workshops, Prototyping with Ansible and OpenShift Ecosystems

Professional Experience

Principal Specialist Solution Architect - Ansible | Red Hat

North America Telco, Technical Marketing & Enablement (TME) · Jan 2023 - Present

- Spearheaded \$1.5-2M ESA deal with a major US cellular carrier by standardizing NFV software delivery using Ansible, ACS, and GitOps; addressed 5G network scalability and policy tracking.
- Delivered Ansible-powered remediation frameworks post-incident for another major US cellular carrier, directly mitigating future legal exposure for up to \$100M in potential fines.
- Developed and led 17+ Ansible workshops across North America, including 2 hybrid custom labs, driving adoption at multiple Fortune 50 telecom providers.
- Orchestrated cross-product solutions with Ansible, ACM, and OpenShift to streamline infrastructure consolidation and maintain high service quality across a post-merger carrier environment.
- Acted as BU liaison across Ansible, OpenShift, and Security teams, influencing AAP roadmap for enterprise-grade scalability.
- Mentored emerging architects across geographies, providing strategic guidance and skill-building via shadowing programs and customized training content.

Associate Principal Specialist Solution Architect - Ansible & OpenShift | Red Hat

2021 - 2023

- Replaced top-performing Ansible SSAs and immediately filled national coverage gap by developing enterprise Ansible pitches across compliance, AI/ML, and security.
- Led TME Automation Day (87+ attendees) and generated \$1.3M in pipeline; presented 3-hour automation architecture track spanning edge, hybrid cloud, and event-driven ops.
- Designed compliance automation architecture for a large US wireline provider, avoiding \$25M-100M in potential fines; implemented network-wide config drift detection.
- Advocated for Ansible BU database prioritization, impacting product design for telco-scale deployments.
- Guided customers through AAP 2.x migrations; created reusable content strategies to accelerate adoption timelines.

Senior Specialist Solutions Architect - Storage & OpenShift (Telco) | Red Hat

2020 - 2021

- Drove regional OpenShift storage and automation engagements with Tier-1 telecom clients.
- Facilitated executive workshops and integrations for ACM and Satellite to accelerate compliance and patching workflows.
- Awarded Q3 CY21 SSA of the Quarter for outstanding field performance and strategic alignment with telecom clients.

Senior Account Solutions Architect - Pacific NW Enterprise | Red Hat

2018 - 2020

- Supported major enterprise accounts through cloud transformation and application modernization projects.
- Awarded 1H CY20 SSA of the Half for Northwest Enterprise region for technical leadership and customer impact.

Systems Engineer (Pre-Sales) | EMC / Dell EMC

2016 - 2018

- Delivered data protection and infrastructure modernization solutions across Northwest enterprise accounts.

Technical Marketing Engineer | Intel Corporation

2012 - 2016

- Created internal tooling and content with the highest-rated feedback during SKO 2015; established reputation for clarity in conveying complex technical topics.

Freelance Tech & Startups | Various Roles

2003 - 2012

- Built and failed multiple startups, contributing to entrepreneurial resilience and systems-level problem solving.
- Pursued self-directed learning in DevOps, programming, and cloud computing while supporting diverse IT contracts.

Education

Bachelor of Science in Computer Science

Oregon State University · Corvallis, OR

Bachelor of Arts in Music

Roanoke College · Salem, VA

Awards & Recognition

- Promoted to Principal Solutions Architect, Red Hat, 2023
- SSA of the Quarter - Q1 CY22 (Ansible & OpenShift)
- SSA of the Quarter - Q3 CY21 (Telco)
- SSA of the Half - 1H CY20 (Enterprise)
- Intel SKO - Top Content Feedback Award, 2015

Certifications

- Red Hat Certified Specialist in Ansible Automation
- Kubernetes Fundamentals (suggested if applicable)
- [List others if held, e.g., AWS, CKA]

Customer Impact Snapshot

- \$6.5M+ in new business generated through enterprise automation and GTM alignment
- Avoided \$100M+ in compliance exposure for a large US wireline provider
- Delivered automation maturity programs for multiple major telecom providers across North America
- Executive engagement across 5 time zones, 7 Canadian provinces, and 3 U.S. states via roadshows and tailored workshops